

Message Text

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ORIGIN XMB-04

INFO OCT-01 ARA-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 /051 R

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ARA/CEN: MARK PLATT

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R 131502Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY GUATEMALA

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E.O. 11652: N/A

TAGS: EGEN

SUBJECT: REQUEST FOR EXIMBANK TO SUPPORT THE SALE OF 20 GENERAL MOTORS (GM) LOCOMOTIVES TO FERROCARRILES DE GUATEMALA (FEGUA) IN GUATEMALA.

1. GM HAS ASKED EXIMBANK TO ISSUE A PRELIMINARY COMMITMENT (PC) FOR \$10 MILLION SALE OF 20 DIESEL LOCOMOTIVES TO FEGUA. GUARANTEE OF CENTRAL BANK IS OFFERED.

2. THIS IS SECOND PC REQUEST COVERING DIESEL LOCOMOTIVES FOR FEGUA. FIRST ONE OF 8/11/75 ISSUED TO GE COVERING 10 LOCOMOTIVES COSTING \$5 MILLION EXPIRED UNUSED SINCE FEGUA DID NOT PURSUE GE OFFER.

3. INFORMATION CONTAINED IN A CONSULTANT'S REPORT DATED 3/25/75 ON FEGUA BY INTERNATIONAL EXECUTIVE SERVICE CORPS (IESC), PREPARED BY MR. FRED OKIE, INDICATES THAT FEGUA NEEDS IMPROVEMENT IN THE FOLLOWING AREAS:

A) ROADBED -- REPLACEMENT OF APPROXIMATELY 40 PERCENT OF
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CROSSTIES WITH THE NEED FOR ADDITIONAL BALLAST FOR MANY SECTIONS

OF TRACK.

B) FREIGHT CARS -- OLD AND IN POOR OPERATING CONDITION.

C) REPAIR FACILITIES - INADEQUATE FOR LOCOMOTIVES; FAIR FOR FREIGHT CARS.

D) PERSONNEL TRAINING - DEFICIENT, NEEDS UPGRADING.

4. WOULD APPRECIATE EMBASSY'S COMMENTS ON:

A) STEPS TAKEN BY FEGUA TO CORRECT DEFICIENCIES:

B) WHETHER FEGUA IS NOW PLANNING TO BUY DIESEL TO LOCOMOTIVES AND IF SO EXTENT OF FOREIGN COMPETITION:

C) WHETHER EMBASSY PERCEIVES ANY REASON WHY EXIMBANK SHOULD NOT CONSIDER GM'S REQUEST. KISSINGER

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Message Attributes

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